



# إدارة علاقات الموردين الاستراتيجية: بناء شراكات للنجاح



**AGILE LEADERS**  
Training Center

27 - 31 Jul 2027  
كوالا لاهور

## إدارة علاقات الموردين الاستراتيجية: بناء شراكات للنجاح

المرجع: 36367\_27247 التاريخ: 27 - 31 Jul 2027 الموقع: كوالالمبور الرسوم: 5200 Euro

### Course Overview:

The Accounts Receivable and Credit Policies Management Training Course is designed to empower finance and credit professionals with advanced knowledge and strategies to optimize accounts receivable processes, manage credit risks, and strengthen financial performance. This course integrates the principles of supplier relationship management and the latest supplier collaboration strategies to enhance the efficiency and reliability of accounts receivable systems. Participants will explore strategic supplier partnerships, learn about supplier segmentation methods, and develop skills for supplier evaluation processes to maintain a competitive edge. By emphasizing cost efficiency in supplier relationship management, supplier performance metrics, and operational excellence, this training ensures participants can align financial policies with strategic business goals. Key areas include managing supplier innovation partnerships, optimizing supplier communication best practices, and leveraging data-driven supplier decisions for enhanced credit policy management. This comprehensive course bridges financial expertise with operational strategies, offering tools to navigate dynamic markets effectively.

### Target Audience:

- Finance Managers
- Credit Analysts
- Accounts Receivable Specialists
- Financial Controllers
- Procurement Officers
- Business Operations Managers

### Targeted Organizational Departments:

- Finance and Accounting
- Procurement and Supply Chain
- Risk Management
- Credit Control and Collections
- Business Strategy and Operations

### Targeted Industries:

- Manufacturing
- Retail and E-commerce
- Logistics and Supply Chain
- Financial Services
- Healthcare
- Technology

## Course Offerings:

By the end of this course, participants will be able to:

- Apply supplier relationship management best practices to accounts receivable processes.
- Develop and implement supplier evaluation processes for credit management.
- Design credit policies that foster supplier trust and minimize risks.
- Utilize data-driven supplier decisions to enhance financial performance.
- Establish strategic supplier partnerships to improve cash flow.

## Training Methodology:

The course employs interactive methodologies, including real-world case studies, group discussions, role-playing, and hands-on exercises. Sessions focus on integrating supplier segmentation methods with accounts receivable frameworks and using supplier performance metrics to build robust financial systems. Participants will engage in data-driven analysis and simulations, ensuring the practical application of concepts.

## Course Toolbox:

- Comprehensive ebooks
- Access to supplier evaluation templates
- Online resources for supplier relationship management practices
- Checklists for implementing supplier communication best practices

## Course Agenda:

### Day 1: Foundations of Supplier Relationship Management

- Introduction to Supplier Relationship Management SRM Topic 1:
- Understanding Supplier Collaboration Strategies Topic 2:
- Strategic Supplier Partnerships: Key Concepts and Benefits Topic 3:
- Supplier Segmentation Methods and Their Role in SRM Topic 4:
- Building Supplier Trust for Long-Term Success Topic 5:
- Overview of Operational Capabilities in SRM Topic 6:
- Discuss key takeaways and their application to real-world scenarios. Reflection & Review:

## Day 2: Enhancing Supplier Engagement and Evaluation

- Techniques for Effective Supplier Communication Topic 1: •
- Implementing Supplier Evaluation Processes Topic 2: •
- Supplier Performance Metrics and Their Role in SRM Topic 3: •
- Managing Supplier Contracts: Best Practices Topic 4: •
- Supplier Innovation Partnerships for Competitive Advantage Topic 5: •
- Addressing Supplier Risk Management Challenges Topic 6: •
- Analyze participant insights and refine strategies for supplier engagement. Reflection & Review: •

## Day 3: Operational Excellence and Cost Efficiency in SRM

- Achieving Operational Excellence in SRM Topic 1: •
- Cost Efficiency Strategies in Supplier Management Topic 2: •
- Supplier Delivery Optimization for Improved Supply Chain Performance Topic 3: •
- Leveraging Data-Driven Supplier Decisions Topic 4: •
- Quality Assurance in Supplier Management Processes Topic 5: •
- Advanced Practices for Enhancing Supply Chain Collaboration Topic 6: •
- Review day's discussions and explore practical applications. Reflection & Review: •

## Day 4: Strategic Sourcing and Long-Term Supplier Relationships

- Strategic Sourcing Techniques for Sustainable Supply Chains Topic 1: •
- Building and Managing Long-Term Supplier Relationships Topic 2: •
- Supplier Relationship Lifecycle: Stages and Strategies Topic 3: •
- Supplier Network Optimization for Better Results Topic 4: •
- Competitive Intensity and Its Impact on Supplier Engagement Topic 5: •
- Sustainability Practices in Supplier Management Topic 6: •
- Share lessons learned and refine long-term strategies. Reflection & Review: •

## Day 5: Future Trends and Advanced SRM Practices

- Integrating Supplier Innovation Partnerships into SRM Strategies Topic 1: •
- Managing Supply Chain Disruptions with Effective SRM Topic 2: •
- Value Creation Through Strategic Supplier Partnerships Topic 3: •
- Supplier Flexibility Management in Dynamic Markets Topic 4: •
- SRM Best Practices for Competitive Advantage Topic 5: •
- Practical Framework for Advanced Supplier Engagement Strategies Topic 6: •
- Summarize course highlights and create an action plan for implementation. Reflection & Review: •

## How This Course is Different:

This course uniquely combines advanced supplier relationship management strategies with practical accounts receivable management techniques. Unlike standard financial training, it emphasizes the integration of supplier segmentation methods, supplier performance metrics, and strategic sourcing techniques to address credit policy challenges. Participants gain access to cutting-edge methods for data-driven supplier decisions, ensuring immediate impact on their organizations' financial health and operational performance.



## فئات الدورات التدريبية

|                                                    |                                                     |
|----------------------------------------------------|-----------------------------------------------------|
| الدورات التدريبية في مجال البيئة والاستدامة        | دورات إدارة الجودة وتطوير العمليات                  |
| دورات إدارة و تحليل البيانات ودورات علم البيانات   | دورات إدارة و تطوير الموارد البشرية                 |
| دورات الذهن السيرياني ودورات تقنية المعلومات       | دورات الاتصال الجماهيري و السياسات والعلاقات العامة |
| دورات التدريب القانوني والهشتريات والتعاقدات       | دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات |
| دورات الحوكمة وإدارة المخاطر والامتثال             | دورات السكرتارية و إدارة المكاتب                    |
| دورات الصحة والسلامة والذهن المهني                 | دورات الصيانة ودورات المجالات الهندسية المتنوعة     |
| دورات المحاسبة و التهويل و دورات الإدارة المالية   | دورات المهارات الشخصية وتطوير الذات                 |
| دورات في مجالات القيادة والإدارة                   | دورات معتمدة من قبل هيئات دولية                     |
| دورات مكتب إدارة المشاريع وإدارة المشاريع الرشيقية |                                                     |



## مدن التدريب

|                                         |                                   |                                      |
|-----------------------------------------|-----------------------------------|--------------------------------------|
| أكرا<br>غانا                            | أثينا<br>اليونان                  | أبوظبي<br>الإمارات العربية المتحدة   |
| الجبيل<br>المملكة العربية السعودية      | استنبول<br>تركيا                  | أهستردام<br>هولندا                   |
| الرياض<br>المملكة العربية السعودية      | الدوحة<br>قطر                     | الدار البيضاء<br>المغرب              |
| المنامة<br>مملكة البحرين                | الكويت<br>الكويت                  | القاهرة<br>مصر                       |
| بالي<br>جمهورية إندونيسيا               | باكو<br>أذربيجان                  | باريس<br>فرنسا                       |
| برشلونة<br>إسبانيا                      | براغ<br>جمهورية التشيك            | بانكوك<br>تايلاند                    |
| بوكيت<br>تايلاند                        | بورتو<br>البرتغال                 | برلين<br>ألمانيا                     |
| جاكارتا<br>جمهورية إندونيسيا            | تورنتو<br>كندا                    | تبليسي<br>جورجيا                     |
| دبي<br>الإمارات العربية المتحدة         | جوهانسبرغ<br>جنوب أفريقيا         | جنيف<br>سويسرا                       |
| سان دييغو<br>الولايات المتحدة الأمريكية | زنجبار<br>تنزانيا                 | روما<br>إيطاليا                      |
| نصرم الشيخ<br>مصر                       | سيول<br>كوريا الجنوبية            | سنغافورة<br>سنغافورة                 |
| طشقند<br>أوزبكستان                      | طرابزون<br>تركيا                  | شيكاغو<br>الولايات المتحدة الأمريكية |
| عن بعد<br>منصة زووم                     | عمان<br>المملكة الأردنية الهاشمية | طوكيو<br>اليابان                     |



## مدن التدريب

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|-----------------------|--------------------|---------------------------------------|
| كوالالمبور<br>ماليزيا | فيينا<br>النمسا    | فرانكفورت<br>ألمانيا                  |
| لشبونة<br>البرتغال    | لأنكاوي<br>ماليزيا | كيب تاون<br>جنوب إفريقيا              |
| هديد<br>إسبانيا       | ماربيا<br>إسبانيا  | لندن<br>المملكة المتحدة               |
| ميلان<br>إيطاليا      | هونتر<br>سويسرا    | هسقط<br>سلطنة عمان                    |
| نيس<br>فرنسا          | نيروبي<br>كينيا    | هيونج<br>ألمانيا                      |
|                       |                    | نيويورك<br>الولايات المتحدة الأمريكية |